



## How do we reach the poor with ICS interventions?

Concept	Rational	Approaches
<b>Promotion of <u>“self-help”</u> solutions</b>	Access can be provided if poor households do not have to pay cash for the access to better energy.	<ul style="list-style-type: none"> <li>• Do-it-yourself/self-help (every household builds its own stove);</li> <li>• Volunteers build stoves for their community members;</li> </ul>
<b>Make <u>special products</u> for the poor available</b> (product diversification)	Create products which are affordable for poor people without distorting the market	<ul style="list-style-type: none"> <li>• Use cheaper materials (usually with less durability);</li> <li>• Produce smaller units (usually with less power output);</li> </ul>
<b>Make <u>special prices</u> for the poor available</b> (better affordability of quality products)	Access to high quality products can be provided if poor households do not have to pay the full price (at once).	<ul style="list-style-type: none"> <li>• Micro-finance solutions (payment in installments);</li> <li>• Subsidy solutions (project, government, carbon);</li> <li>• Free hand-out of devices and/or fuel (donation by a donor in emergencies, paid by revenues of large energy infrastructure)</li> </ul>
<b>Reaching the poor by <u>improving social services</u></b>	Poor individual households can benefit from modern energy in social services even if they cannot afford it at home.	<ul style="list-style-type: none"> <li>• ICS for School feeding (e.g. in cooperation with World Food Program);</li> </ul>